

St. Francis Institute of Management and Research

Mt. Painsur, Borivli (W), Mumbai - 400 103.
Tel. No. 022 - 28917096/28917089 ext. no. : 147/146/145

GRADE 'A' ACCREDITED by NAAC

PGDM Admission Guidelines - For the academic year 2017-18

Dear MBA aspirants,

It gives us immense pleasure to announce that Admission for the Post Graduate Diploma in Management Program (PGDM) approved by AICTE is open for the academic year 2017-18.

“St. Francis Institute of Management & Research (SFIMAR)”, a premier management Institute affiliated to University of Mumbai and Approved by AICTE, New Delhi and DTE, Govt. of Maharashtra, GRADE 'A' ACCREDITED by NAAC.

We offer “3 Dimensional” Two-Year Full Time PGDM Programme which is an uniquely designed Management Programme offering functional specialization, sectorial specialization coupled with emphasis on transformational leadership. Our Institute received the most prestigious ‘Most Upcoming B-School’ in 2015 from The Associated Chambers of Commerce and Industry of India (ASSOCHAM) for its innovative pedagogy and a record of almost 100% placement for the past several years. It also received the ‘Best Educational Quality Enhancement Team (BEQET)’ award in 2014 from the National Centre of Quality Management (NCQM) for bringing in transformational changes in management education.

The PGDM Program at SFIMAR emphasizes on Practice based and experiential learning.

Institute has in Campus Hostel Facility for Out of Mumbai student. Charges for hostel is Rs. 5000/- per month approx.

The detail of the Institute and the PGDM program is attached herewith. We have spot admission, for registration of spot admission please be in touch with following numbers.

- Dr. Sulbha Raorane - 9679551840*
- Mr. Nilesh Mahadeshwar - 8408073486 / 9619924797*

We would be glad to attend your queries.

*Dr. Sulbha S. Raorane
Program Head (PGDM)*

PGDM Admission Procedure

For Local/ Mumbai Candidate:

Admission forms are available at admission office in campus by payment of Rs. 1500/- by cash or DD in favour of 'St. Francis Institute of Management and Research'.

Steps of Admission Procedure:

1. Form Filling & Submission
2. Essay Writing on any given topic (30 minutes) or Group Discussion
3. Personality Factor test (PF) Test (in this you have to solve 84 online questions by which one can understand what your personality factors)
4. Personal Interview by Program Head or Faculty members
5. On the spot result will be announced

For Outstation Candidates:

1. Out station candidates can download the admission form from website (www.sfimar.org) (On Home Page → Program → PGDM→ Admission Form) if there is any problem while downloading the form please send a request on pgdm@sfimar.org for the form and we will send you the form in PDF format.
2. After downloading the form, take print of the form, filled it properly and send the form along with photocopy of academic documents (list is mentioned in the form) by Speed post / Courier to 'PGDM Department, St. Francis Institute of Management and Research, gate no. 5, mount poinsur, Borivli (West), Mumbai - 400 103 . Tel - 9619924797 / 8408073486 / 9619551840
3. Once Institute received your form you will get a call on given numbers on form for fixation of your telephonic interview. On the fix time the telephonic interview will be arranged.
4. Out station candidate can make the fees payment by NEFT/RTGS.

PGDM Admission Criteria - For the academic year 2016-17

(Batch of 2017-19)

Sr. No.	Particulars	Out of Marks
1.	Academic Marks (SSC, HSC, Graduation)	50
2.	MBA Entrance Test Marks	50
3.	Personal Interview	25
4.	Group Discussion Or Essay Writing	25
5.	PF 16 Test	25
6.	OTHER : Marks (5 Marks each) Leadership Knowledge of current affairs Body Language Communication Skills Etiquette	25
		200

Fees Structure For the academic year 2017-18

19/12/2016

ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH FEE STRUCTURE FOR PGDM (1st YEAR) – BATCH (2017-19) FOR ACADEMIC YEAR 2017-18

ESSENTIAL FEES	Rs.
Tuition Fees	121,700
Examination Fees	14,400
Institute Registration Fees	1,000
Seminar / Conference / Workshop	11,000
Local & Domestic Study Tour	10,000
Student Development Activities & Events	10,000
Caution Deposit (Refundable)	7,000
Library Deposit (Refundable)	5,000
	(A) 1,80,100
Alumni Association Membership	5,000
	(B) 5,000
TOTAL FEES = (A+B)	1,85,100

(A) Fees is payable by Demand Draft of Rs. **1,80,100/-** (Rupees One Lakh Eighty Thousand one Hundred Only) to be drawn in favor of "St. Francis Institute of Management & Research" payable at Mumbai.

(B) Life Membership of the SFIMAR Alumni Association of Rs. **5,000/-** (Rupees Five Thousand Only) to be paid by Demand Draft in favor of "SFIMAR Alumni Association" on or before the commencement of classes.

OPTIONAL Payment	Rs.
International Study Tour	75,000.00
Total	75,000.00

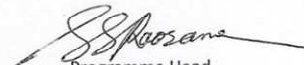
The Optional payment is approximate. The actual investment may vary depending on the market conditions at the time of making investments.

Optional Payment if opted for, should be paid within 30 days of commencement of Academic Session by Demand Draft of Rs. **75,000/-** (Rupees Seventy Five Thousand Only) to be drawn in favor of "SFIMAR MDP A/c." payable at Mumbai.

Educational loan arrangement is made with UCO Bank. For details contact bank officers at branch mentioned below. However, students can approach any other Bank of their choice for securing educational loan.

UCO Bank , Borivali (East) Branch,
Mumbai -400066
Tel: 022-28625200/28625100


Prepared By


Programme Head
Dr. Subha Rane


Chairman



Advantages of Autonomy of PGDM Programme:

Two Year Full Time Post Graduate Diploma in Management - PGDM (Approved by All India Council of Technical Education - AICTE & Directorate of Technical Education, Maharashtra)

▪ Advantages of Autonomy of PGDM Programme:

Due to autonomy **the curriculum of PGDM Programme can be updated regularly depending on the need in the Industry.** Hence one can say that PGDM courses are more Industry relevant.

▪ Difference in focus of curriculum:

PGDM is a practical course and not an exam-oriented course, PGDM has a focus on building soft skills and is industry-oriented. It prepares you for the job market.

▪ Curriculum of PGDM is flexible:

Since an autonomous institute/course does not have to follow university standards, it is free to change its curriculum according to industry standards and change in business environment. Also PGDM gives you an industry exposure.

▪ Difference in focus:

PGDM will prepare graduates for senior level positions in industry and paves the way for a strong corporate career. Hence, **if you're looking**

for a career in the challenging area of management, you should go for PGDM.

Frequently Asked Questions about PGDM Program of SFIMAR

1. Is this Institute Recognized?

The Institute is recognized by AICTE, New Delhi and affiliated to University of Mumbai.

Rev. Brother Paulus Moritz of Germany has founded the Congregation of the Franciscan Brothers in the year 1901 with the vision of reaching out to the poor and the less privileged.

In the year 2002 the Society established 'St. Francis Institute of Management & Research' (SFIMAR); to impart quality education in the field of Business Management.

2. Is PGDM (General Management) Program Recognized?

Yes. This PGDM Program is Approved & Recognized by AICTE, New Delhi and DTE, Maharashtra.

3. What is the duration of the Program?

This PGDM Programme is a two years full time

4. What are the Eligibility Criteria for these course?

a) A candidates must have passed a Three Years Bachelor's degree examination with minimum of 50% in any faculty of Mumbai University or an examination recognized by Mumbai University as equivalent thereto.

b) Candidate must have appeared for MAH CET, CAT, MAT, ATMA, XAT, CMAT.

5. What are the program timings?

Learner will have to spend anything between 8 to 10 hours each day attending to contact sessions and / or field visits.

6. Are there any specialization offered?

This PGDM program is a unique 'Three Dimensional' program

7. What do you mean by 'Three Dimensional' Program?

This PGDM Program offers 'Functional Specialization', 'Sectorial Specialization' & also provides opportunities for imbibing transformational leadership qualities in a student for societal development.

8. Which are the Functional Specializations proposed to be offered?

The functional specialization proposed to be offered are, (subject to adequate number of students opting for specific specialization)

- Finance
- Marketing
- Human Resources Management
- Operations
- Systems

9. Which are the Sectorial Specializations proposed to be offered?

The Sectorial specialization proposed to be offered are, (subject to adequate number of students opting for specific specialization)

- Financial Markets

- Banking & Insurance
- Retail Management
- International Business
- Logistics & Supply Chain Management
- Tourism Management
- Telecom Management
- Construction & Infrastructure Management

10. What is the Structure of the PGDM Program?

This PGDM is a Two Years Full time Program consisting of 6 terms.

11. How would be the arrangement of these Terms?

The PGDM Program is divided into six trimester as under

TRIMESTER	THEME	NO. OF COURSES	MARKS	No. of Hours
1	BUILDING BLOCKS OF MANAGEMENT	6	600	360
2	PRIMER TO SPECIALIZATIONS	8	800	480
3	NURTURING FUNCTIONAL SPECIALIZATIONS	9	900	540
4	INSIGHTS INTO SECTORIAL SPECIALIZATION	8	800	480
5	TRANSFORMATIONAL LEADERSHIP	6	600	360
6	INDUSTRY INTEGRATED	3	300	180
Total		40	4000	2400

12. What is the teaching methodology?

We believe in “Andragogy” and not “Pedagogy”. In pedagogy emphasis is on transmitting the content, whereas Andragogy facilitates the acquisition of content. We encourage learner to identify their learning needs and help them achieve those needs, in short Student Centric. Learning programs are organized around life application, in other words Performance Centric. Learning in

this PGDM program will be Active rather than Passive. Specific tools are,

- Problem Solving through Case Studies.
- Outbound Training / Live Projects / Business Modelling and Analytics
- Simulation Labs
- Business Plan
- Learning through Movies & Films
- Self-Managed Teams
- Brain Storming House
- Business News Discussion & Analysis
- Shadowing Assignments
- Research Projects
- Parents-Learner-Institute-Industry Interface

13. What is the Evaluation System?

Every Learner will be evaluated both on objective basis and subjective basis as under:

Sr. No.	Particulars	Weightage
1.	Term End Examination	50
2.	Continuous Evaluation	50
Total		100

14. How is this PGDM different from MBA/MMS or other PGDM Program?

The selected few differentiators of this PGDM Program are,

- Most contemporary syllabus designed in consultation with industry and academic experts
- One entire Term dedicated to Academia-Industry Integrated Internship
- A term dedicated to Societal Sensitivity and Add-on Skill development through various training programs & certifications such as Advance Excel, SPSS, NCFM, RAI, Glob up Training Programme, NISM etc.
- Holistic Learning & Development of Leadership Traits

- Three dimensional program
- Intensive Learner Centric & Performance Centric

17. What Original documents do I require during my Interview process?

Following ORIGINAL documents are required during Personal Interview.

1. Written Test Score Card (CAT / XAT / CMAT/ MH-CET)
2. Class X Mark sheet
3. Class XII Mark sheet
4. Last Year Graduation Mark sheet (If you are appearing for final year exams, provide with latest exam Mark sheet)
5. Convocation Degree and Passing Certificate
6. Work Experience Certificate as applicable
7. Extra-Curricular Activities if any (District Level, State level, National level etc.)

18. Does Institute offer Placements to PGDM candidates?

The institute has an active Career Management Centre headed by an experienced Placement Officer and dedicated placement executives who continuously interact with company and organizes Campus Placements. As of today more than 150 companies have recruited our students in various capacities.

19. Does institute has any Alumni?

Yes. SFIMAR is a 14 years old (rather we would say young & vibrant) management institute. It has an Alumni Association with a strong network of more than 600 ex-students rather managers working in distinguished positions in the industry.

20. Do you have Hostel Facility?

Institute has in campus hostel facility. For that Monthly rent is Rs. 5000/- approx... - excluding mess charges.



Sample room of hostel.

21. What is the placement Record of last batch?

- Highest Salary - INR 08 Lakhs pa
- Average Salary - INR 4.5 Lakhs pa

Refund Rule

Sr. No.	Situation	Refund
1.	Request received before date of start of academic session & seat could be filled by the Institute before the cut off date	Entire fee less Rs. 1000/-
2.	Request received before/after start of academic session & seat could not be filled by the Institute	No Refund (Except security deposit)

WE HAVE OPTIONAL PRE-COMMENCEMENT ACTIVITIES WHICH FOCUS ON PERSONALITY GROOMING, COMMUNICATION SKILLS, MENTAL TOUGHFENESS, PHYSICAL WORKOUTS ETC

**TELEPHONIC INTERVIEW PROCESS FOR OUT STATION
CANDIDATES. TO REGISTER YOUR TELEPHONIC
INTERVIEW PLEASE CALL MR.NILESH ON 8408073486
/ 9619924797**

Contact details for PGDM Admission	
Contact Person	Mobile No.
Dr. Sulbha Raorane	9619551840
Mr. Nilesh Mahadeshwar	8408073486 / 9619924797
Tel. No. - 022 - 28917096 / 28917089 ext. no. 147/146/145	
Email - pgdm@sfimar.org	
website - www.sfimar.org	

**Please visit campus for more details and campus tour & students
feedback!!!**

[Wish you best luck for further studies!!!](#)

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